



GOVERNOR BOB RILEY'S ALABAMA TRADE STRATEGY 2007

EXPORT ALABAMA: FOCUS ON SMALL BUSINESS "Transition to Alabama's Future"

A cooperative initiative of
Alabama Development Office
U.S. Chamber of Commerce—TradeRoots

And the

EXPORT ALABAMA TRADE ALLIANCE

Alabama International Trade Center · Alabama World Trade Association ·
Birmingham Regional Chamber of Commerce · Calhoun County Chamber of
Commerce · Madison County Commission International Trade Development
Center · Mobile Area Chamber of Commerce · North Alabama International
Trade Association · U.S. Department of Commerce Birmingham Export
Assistance Center



Governor's 2007 Export Trade Strategy – Focus on Small Business

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Export Alabama

is a statewide and national partnership led by

**The Office of the Governor
Alabama Development Office
U.S. Chamber of Commerce – TradeRoots**

And

The Export Alabama Trade Alliance

Alabama International Trade Center · Alabama World Trade Association
Birmingham Regional Chamber of Commerce · Calhoun County Chamber of
Commerce · Madison County Commission International Trade Development
Center · Mobile Area Chamber of Commerce · North Alabama International
Trade Association · U.S. Department of Commerce Birmingham Export
Assistance Center

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Also Made Possible By

Gold

AmSouth Bank
Alabama Power Company

Silver

Business Council of Alabama
Tennessee Valley Authority (TVA)

Bronze

Alagasco
Alabama Electric Cooperative
First Commercial Bank

Alabama is one of six states chosen to be a national model for export development.

EXPORT ALABAMA—FOCUS ON SMALL BUSINESS “Transition to Alabama’s Future”

The success of Alabama’s small and medium-sized businesses is essential to the economic prosperity of the state. And the key to economic growth of small and medium-sized businesses lies in exports. Smaller companies engaged in international business are more stable, achieve higher growth rates, and pay higher wages. **Export Alabama** will focus on Alabama’s “home grown” companies, with particular emphasis on minority- and women-owned businesses. Alabama will gain a competitive international business edge through the promotion of export growth.

Export Alabama Works With Partners in Alabama, and Nationally and Internationally to Develop Initiatives to:

- Create new and better paying jobs
- Increase competitiveness and set higher standards
- Gain new market access for Alabama products
- Increase the number of export companies
- Increase awareness of trade benefits to workers and consumers to become more aware of trade benefits
- Educate and train companies to be global players
- Create a business friendly export environment
- Lead the way for aggressive growth
- Provide additional outside resources to assist small businesses
- Create positive media coverage on trade
- Gain international and national recognition as a global player

Export Alabama Leverages Business Development Resources on Multiple Fronts:

- Local
- Statewide
- Multi-state regions
- Federal
- International

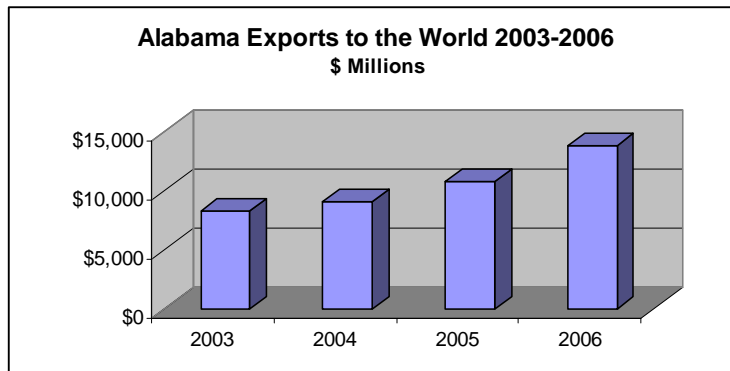
Governor's 2007 Export Trade Strategy – Focus on Small Business

2007 Strategic Plan: An Export Initiative of Governor Bob Riley

The *Governor's 2007 Export Trade Strategy – Focus on Small Business* builds on the accomplishments and strong export growth experienced since 2004 when the Export Alabama initiative was launched. Export Alabama focuses on helping small and medium sized businesses find success in the global marketplace – the backbone of the state's exporting success. In the United States, small businesses represent 97 percent of all U.S. exporters. In Alabama small businesses represent 78 percent of the state's exporters.

This proactive agenda will serve to broaden Alabama's export base, support growth and create jobs.

From 2003 to 2006 Alabama-made products and services grew from \$8.3 billion to \$13.8 billion or by 53.6 percent. Alabama continues to outpace the national rate of export growth of 14.7 percent during last year. During 2006 Alabama ranked as the fourth fastest growing state in the nation and experienced an increase of 28.5 percent over 2005.



Building on this success, the 2007 agenda will help drive further export growth for the state. This strategy is linked to the Governor's *Plan 2010: Our Vision for Alabama*.

The Governor's Export Trade Strategy – Focus on Small Business is customer –focused and will provide existing and new exporters with trade

intelligence on overseas markets and export opportunities. In addition, it will help prepare firms with the skills needed to take advantage of these opportunities, and assist them in "putting their boots on the ground" in overseas markets through trade missions to build relationships – not just contacts.

The Governor's Export Trade Strategy – Focus on Small Business has two key components:

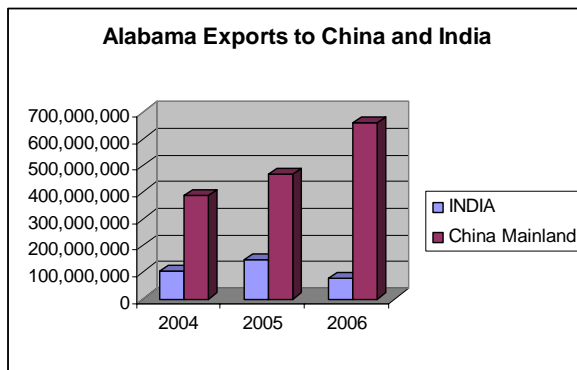
1. Facilitating and Expanding Trade Opportunities
2. Trade Education

This proactive agenda will serve to broaden Alabama's export base, support growth and create jobs. Following are goals to attain these two major objectives.

I. Facilitating and Expanding Trade Opportunities

The State of Alabama will continue to lead the way in strengthening Alabama's exports by aggressively seeking new business opportunities throughout the world. To do so effectively and efficiently, the key is to partner with existing organizations, develop export strategies for high growth and emerging overseas markets and work towards sustained export growth.

- ❖ Establish an economic development office in China and in India to take advantage of the growing economies of East Asia.
- ❖ Implement task forces to develop a long-term market access strategy in China and India. By taking advantage of local knowledge, expertise and links to these countries from Alabama executives as well as education and cultural organizations, key economic development strategies can be obtained.
- ❖ Build on the State's established offices in Korea, Japan and Germany. These existing offices can provide Alabama businesses with knowledge on regulations, intelligence on emerging opportunities and the suitability of products and services for these markets.
- ❖ Prepare Alabama businesses for trade missions to South America and East Asia. Trade missions, led by the Governor and/or key state leaders, will continue to open doors to key decision makers for exporters in Alabama's mature and new and emerging export markets. These government-led missions attract strong international interest, advancing Alabama's global export profile.
- ❖ Develop stronger global networks. Alabama is committed to developing strong relationships with international governments and organizations to promote and enhance the state's exports. Partnering with Consular representatives and trade commissions of Alabama's major trading partners the state can draw on their collective expertise in overseas markets and assist Alabama in achieving its export goals.



- ❖ Partner with export allies to help exporters gain access to government programs providing export financing.
 - ❖ Host business delegations from China and India to promote Alabama commerce and extend global network opportunities for Alabama companies and organizations.
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- ❖ Take a lead role in developing a range of agreements with counterpart organizations in target markets to build important relationships and pursue export opportunities.

Governor's 2007 Export Trade Strategy – Focus on Small Business

- ❖ Support manufacturing export growth in countries which the United States has free trade agreements, leveraging off improved market access. Support forthcoming free trade agreements which are undertaken by the U.S.
- ❖ Coordinate and conduct programs and workshops with federal government resources, i.e. Small Business Administration (SBA), U.S. Department of Commerce (USDOC), Department of State (DOS), Department of Agriculture (DOA), Overseas Private Investment Corporation (OPIC), Export-Import Bank (EXIM) and others.

II. Trade Education and Promotion

This program is three pronged and will serve to: 1. Promote the importance of exports to the public and private sector; 2. Provide market information which will allow Alabama companies to make informed decisions in the global marketplace; and 3. Raise the profile of Alabama made products and services to international partners in key and emerging overseas markets.

- ❖ Conduct business seminars and develop market intelligence for Alabama companies on doing business in Latin America, Asia and other key markets and industries.
- ❖ Conduct a series of international trade “boot camp” programs throughout the state involving Alabama’s public and private leaders for education on impact of trade in the State.
- ❖ Continue recognition of Alabama exporters through the Governor’s Trade Excellence Award program. The annual Governor’s Trade Excellence Award Ceremony and Luncheon is fast becoming a key event for exporters and an excellent venue to promote the benefits of exports to the state at large. The initiative encourages and touts other business awards given throughout the state by regional and local trade allies.
- ❖ Support and promote the new container port at the Alabama State Docks.
- ❖ Integrate export information and services into a new export portal on the Alabama Development Office’s website which will serve to provide Alabama companies and foreign buyers with current data on key markets and industries.

“We have made major improvements in our infrastructure to make it easier for Alabama businesses to export their goods. The expansion of the new container port at the Alabama State Docks will open Alabama to both exports and imports from virtually anywhere in the world. “

Bob Riley, Governor

Supporting export sustainability in Alabama, the Export Alabama Trade Alliance continues to develop and deliver industry-specific skills programs and export focused seminars. The following is a proposed list of these activities which provide opportunities for Alabama companies.

Export Alabama Trade Alliance 2007 Initiatives & Events

- January 17** **Dominican Republic Trade Mission Briefing (Mobile)**
The focus of the briefing is to discuss the trade mission to Santo Domingo, D.R. on May 20-23. Featured speaker is Mr. Bill Malamud, President of the American Chamber of Commerce in Santo Domingo. The DR is the sixth largest trading partner of the U.S. in the Western Hemisphere.
- February 9-19** **Business Development Mission to India (Mumbai, Chennai, New Delhi – 16 delegates)**
The business development mission to India will provide Alabama companies and organizations with an opportunity to assess and explore specific business opportunities and promote Alabama as a world-class business center. Business representatives and government officials from Alabama will have opportunities to establish relationships and facilitate closer commercial ties with this dynamic economy.
- February 22** **2007 Global Changes: Harmonized Tariff & Schedule B (Huntsville)**
This program will focus on the proposed changes for the first quarter of 2007 to both the Harmonized Tariff and Schedule B systems and how they will impact both importers and exporters. NAITA is the sponsor of this event.
- February 26** **Alabama Opportunities With NATO, Belgium & the EU (Huntsville)**
Camille E. Sailer, Regional Senior Commercial Officer, Belgium will discuss NATO and other aerospace/defense opportunities. (postponed due to weather – will reschedule as a webinar)
- March 8** **NAITA Export Controls & Compliance Roundtable (Huntsville)**
Jurisdiction: Commerce v. State – Managing the export of aerospace and defense hardware, services, and technical data presents unique challenges not faced by commodity exporters. Jurisdiction is the first step in determining whether or not an export license is required and which U.S. Government agency controls that export. This roundtable provides an introduction to a process-orientated approach determining which agency has jurisdiction – DDTC (U.S. Department of State Directorate of Defense Trade Controls) or BIS (U.S. Department of Commerce Bureau of Industry & Security). Henry H. (“Bucky”) Waller III, Director, Technology Control, QinetiQ North America Operations & Westar Aerospace & Defense Group, Inc, will lead the discussion and share a decision tree and best practices for making the jurisdiction determination. This is a critical issue for aerospace & defense/high-tech companies that deal with foreign customers or governments.
- March 11-12** **Korea-Alabama Joint Conference: Building on the Partnership (Auburn)**
This inaugural conference between business and government leaders from across Korea and Alabama will meet to further develop investment, trade, cultural and educational partnerships.
- March 22** **Governor's Trade Excellence Award Ceremony & Luncheon (Montgomery)**
The Governor's Trade Excellence Award was established through the Export Alabama/TradeRoots Initiative to recognize Alabama businesses that have significantly increased exports from Alabama, thereby creating jobs for Alabamians. An awards ceremony will be held at the State Capitol followed by a luncheon hosted by the Export Alabama Alliance. Eight companies will be recognized for their achievement in exports.

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April 1-3	<p>7th Annual Gulf States World Trade Conference <i>Japan, Korea and Taiwan: Opportunities for Doing Business (Point Clear)</i></p> <p>This conference is the product of an interest in international trade and commerce and will feature U.S. Commercial Service Officers from each country. One-on-one consultations will be available to companies interested in these market sectors.</p>
April 12	<p>NAITA World Trade Day (Huntsville)</p> <p>World Trade Week is an annual national celebration recognizing the importance of international trade to the U.S. economy. NAITA's keynote speaker will be Richard Alpaugh, Deputy Commander, U.S. Army Security Assistance Command (USASAC). NAITA welcomes USASAC – the Army's focal point for Foreign Military Sales – to Huntsville as part of BRAC.</p>
April 12	<p>NAITA FMS (Foreign Military Sales) Seminar (Huntsville)</p>
April 20	<p>Doing Business in Mexico (Huntsville)</p> <p>This program will highlight the opportunities in doing business in Mexico and provide an update on the Mexican economy.</p>
April TBA	<p>Trade Mission Briefings on Colombia (Mobile, Birmingham, Huntsville)</p> <p>This series of briefings is designed to promote Colombia as a market for Alabama products. Speakers will tout the opportunities of this market and encourage companies to participate in this mission.</p>
May 2	<p>Alabama World Trade Association Annual Dinner (Montgomery)</p> <p>The annual AWTA dinner features Lee Styslinger, President, Altec and an appointee to the President's Export Council who will serve as the keynote speaker. The Alabama legislature and Congressional delegation are also invited to attend this event as part of a trade education forum.</p>
May 10	<p>NAITA Seminar on UCP 600/Letters of Credit With Wachovia (Huntsville)</p> <p>This seminar will focus on updating the export community on the changes in letters of credit.</p>
May 17	<p>NAITA Seminar on INCOTERMS (Huntsville)</p> <p>This program is part of the International Seminar Certificate Series with Team Worldwide and will discuss INCOTERMS.</p>
April 26	<p>International Policy Bootcamp (Mobile)</p> <p>This program involves state and local opinion leaders and provides a basic understanding on trade and a host of critical international issues. It serves to generate a critical mass of leaders in support of free and fair trade.</p>
May 20-25	<p>Trade Mission to Santo Domingo, Dominican Republic</p> <p>The recent passing of the CAFTA-DR free trade agreement gave a strong boost to the trade and investment links between Alabama and Central America. This multi-industry mission will focus on matching participating Alabama companies with qualified agents, distributors, representatives, end-users and joint venture partners in this market.</p>
June TBA	<p>NAITA Export Controls & Compliance Roundtable (Huntsville)</p> <p>Export Licensing 101: Do I need an export license? Where Do I Start? Will help companies work their way through this process.</p>

Governor's 2007 Export Trade Strategy – Focus on Small Business

August TBA	North Alabama Trade Education Tour (locations tba) The annual trade education tour for North Alabama will provide companies an opportunity to learn more about trade in specific market sectors.
September TBA	Protecting Intellectual Property (Mobile, Birmingham, Huntsville) This seminar series will provide Alabama companies with much needed information on how to protect their interests in advance – before a problem arises. Key experts will present information on patents, trademarks, copyrights, trade secrets and much more. The program is being developed and delivered by the Alabama District Export Council.
September TBA	Emerging Markets Seminar (Huntsville) This program will be held in conjunction with the Trade Education Tour.
October TBA	NAITA Import Seminar This program will take participants through the steps of importing goods into the state.
October TBA	NAITA Export Controls & Compliance Roundtable (Huntsville) Exporting Software & Encryption Items – Practical Experiences and Lessons Learned will be the topics for discussion.
October 28- November 2	Trade Mission to Colombia This multi-industry mission will focus on matching participating Alabama companies with qualified agents, distributors, representatives, end-users and joint venture partners in this market.
November 15	NAITA Seminar on Import Documentation (Huntsville) This program is part of the International Seminar Certificate Series with Team Worldwide.
November 12-16	Trade Mission to Australia (Sydney & Melbourne) This mission is in coordination with the Appalachian Regional Commission's Export Trade Advisory Council of which Alabama is a member. Companies interested in expanding business to Australia may join the upcoming multi-industry business mission to Melbourne and Sydney. Participants will benefit from pre-qualified business meetings, in-country briefings, a VIP reception and a large network of business contacts. Participating companies will be able to establish invaluable relationships with potential business partners. Industries and companies of all sizes are welcome to participate.
December TBA	NAITA Export Controls & Compliance Roundtable (Huntsville)

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Accomplishments:

2006 GOVERNOR'S EXPORT TRADE STRATEGY

With the rapid expansion of the international marketplace, the 2006 trade strategy sought to educate, promote and develop new global strategies to support Alabama's exporters. Through the efforts of the Export Alabama Trade Alliance, the U.S. Chamber of Commerce's TradeRoots program and the support of Alabama's international community, the Governor's Export Trade Strategy saw many successes and accomplishments.

For Alabama to grow its economy and continue to increase wages and incomes of the state's citizens, it must reach beyond the borders to sell its products and services. Companies in Alabama continue to do just that. Alabama companies exported \$13.8 billion in manufactured goods during 2006. This equates to over 110,000 jobs directly related to exports.

Highlights of the initiatives undertaken during 2006 by the Export Alabama Trade Alliance are as follows:

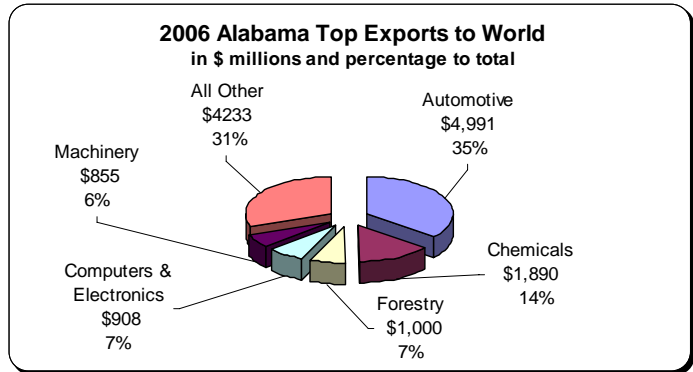
- ❖ 30 seminars, conferences and workshops were held in locations throughout the state including Mobile, Huntsville, Birmingham, Tuscaloosa, Muscle Shoals, Decatur, Guntersville, and Anniston reaching over 1,500 participants. These events focused on targeted overseas markets, particularly China, India and Central America as well as specific industry sectors, export regulations/controls, basic export seminars and tax strategies.
- ❖ 56 companies received one-on-one consultations on China and Central America. Ten companies received in-depth marketing information with conference calls to Central America and 15 companies received the same on China.
- ❖ Governor Riley led a business development and trade mission to China with 42 delegates representing business, education, life sciences, and government officials promoting Alabama as a world class business center. Some \$3 million in sales were made with 2 representation agreements signed. A Memorandum of Understanding was signed with Hubei Province to further ties in biotech, agriculture and government. One company sold technology and products directly to hospitals and began collaboration with a research institute to gain access to future product development.
- ❖ The Governor's Trade Excellence Awards were presented for the first time to eight companies which included: Altec Worldwide, LLC, Masland Carpets & Rugs, BioHorizons, SirsiDynix, P.E. LaMoreaux & Associates Inc., Navigator Development Group Inc., The Letco Companies, and Northern Gulf Trading Group. A luncheon hosted by the Export Alabama Alliance followed with keynote speaker Leslie Schwietzer, U.S. Chamber of Commerce.

Alabama's Top 10 Trading Partners

Country	Exports 2006
GERMANY	\$3,619,063,544
CANADA	2,246,168,787
MEXICO	960,105,663
JAPAN	774,662,026
UNITED KINGDOM	742,277,411
CHINA (MAINLAND)	662,243,101
KOREA, REPUBLIC OF	485,982,331
NETHERLANDS	355,527,651
BRAZIL	325,418,232
FRANCE	272,251,704

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- ❖ A trade mission to Central America followed on the heels of the passing of the Dominican Republic-Central America Free Trade Agreement. The multi-industry mission posted results of over \$1million in business to be conducted over the next two years. In addition, two companies quoted orders and one signed an agent/distributor agreement.
- ❖ A trade mission to Germany and the Czech Republic took four companies to these markets. Over 36 one-on-one appointments were set up to discuss potential sales of Alabama products.
- ❖ Two in bound missions visited Alabama from Guatemala and Sweden. Some 40 Alabama companies met with these delegations to discuss potential commercial ties.
- ❖ Governor Riley hosted Zheng Zeguang, China's Deputy Ambassador to the U.S at a China Business 2006 Forum in Mobile. The forum was part of a series being held throughout the nation by the U.S. Chamber of Commerce's TradeRoots initiative.
- ❖ A China ad hoc advisory group was formed to develop a strategy for Alabama's entry into the China market.
- ❖ Developed strong relationships with China, Guatemala, Honduras, El Salvador, Germany and Czech Republic.
- ❖ The Alabama International Trade Resource Guide was distributed to some 1,000 companies, organizations, and international partners during the year.



Detailed 2006 Initiatives & Events Export Alabama Trade Alliance

January 10-12

**Taking Advantage of the Central America – Dominican Republic
Free Trade Agreement (CAFTA-DR) Seminar (Mobile, Birmingham,
Huntsville – 89 participants)**

Emily Gereffi, International Trade Specialist with the U.S. Department of Commerce's Trade Information Center and Wendy Madden, In-country Trade Mission Coordinator, discussed *Making CAFTA Work For You and The Road To Success in Central America*. Briefings in three cities touted the upcoming trade mission to Central America which takes place in May.

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January – August	Pre-Trade Mission Assistance Series Counseling sessions, conference calls and videoconferences on strategies/opportunities specific to those companies interested in and preparing for the trade missions to Central America, China, Germany and the Czech Republic took place throughout the year.
February 22 & 24	Alabama Opportunities in Germany and the Czech Republic Briefing (Huntsville & Birmingham – 20 participants) Dr. Hajo Dress, Director of European Business Development, Alabama Development Office discussed business opportunities in Europe. The focus of these briefings coincided with the countries targeted for the European trade mission which takes place in September.
February 23	Tax Strategies For Exporters: The IC-DISC Workshop (Birmingham) Workshop discussed tax benefits offered to exporters under the IRS program for the Interest Charge Domestic International Sales Corporation was sponsored by the Birmingham Regional Chamber of Commerce and the Alabama International Trade Center.
March 7	Furniture China 2006 ARC Road Show (Tupelo MS) Alabama companies were invited to participate in a seminar on how to do business in China with the furniture manufacturing sector targeted. This half-day seminar featured the Foreign Commercial Service representative from China and helped promote the Furniture China show which will be held in September. Alabama is part of the Appalachian Region and the road show was coordinated by the ARC.
March 8	Governor's Trade Excellence Award Ceremony & Luncheon (Montgomery – 95 participants) The Governor's Trade Excellence Award was established through the Export Alabama/TradeRoots Initiative to recognize Alabama businesses that have significantly increased exports from Alabama, thereby creating jobs for Alabamians. An awards ceremony was held at the State Capitol followed by a luncheon hosted by the Export Alabama Alliance. Eight companies were recognized for their achievement in exports.
March 14	Preparing for Business Success in China (Huntsville -- 18 participants) Designed for Alabama companies who are developing or managing business operations in China, this program focused on information and skills needed to build effective relationships with Chinese companies, work with sourcing partners, making decisions about investment options, protect intellectual property rights and handle tough management issues. Sponsored by NAITA.
March 29	U.S.-Korea Free Trade Agreement (Montgomery – 53 participants) Korea is a significant market for Alabama producers of manufactured goods and services. A free trade agreement will bring U.S. and Korean businesses together and increase mutual opportunities in many sectors. This program highlighted the upcoming free trade agreement on how Alabama companies could take advantage of the reduction in tariffs to Korea. Troy University and AWTA sponsored this event.

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- April 5-7** **6th Annual Gulf States World Trade Conference**
Central America-DR Free Trade Agreement Driving Economic Growth in the Gulf States (Pensacola FL – 75 participants)
This conference tackled the hot topics and new opportunities of Latin American trade with timely presentations, panel discussions and matchmaking sessions with high-level officials and experts in international trade from Central America. Mobile Area Chamber of Commerce was the key sponsor of this event.
- April 9-11** **U.S. – China Forum on Distance Learning (Troy)**
Troy University hosted the first annual forum on distance learning with support from the Alabama Development Office. A 19 member delegation from China participated with educators around the U.S. in this program.
- April 10** **Alabama Public Affairs Forum: Doing Business With China and India: Opportunities for Alabama (Montgomery -- 120 participants)**
The annual forum focused on the opportunities and problems associated with establishing business relationships in China and India. Panel participants and the keynote speaker, Dr. Malcom Portera, addressed a number of strategic and practical issues related to establishing critical relationships within these emerging economic powers. Program sponsored by Auburn University Montgomery.
- April 11** **Business Opportunities With Sweden (Huntsville)**
The Alabama Development Office's European Office brought to Alabama a Swedish delegation interested in finding mutually beneficial business opportunities in Alabama. NAITA assisted in setting up the briefing which allowed the 12 Swedish companies to discuss their business objectives.
- April 17** **International Policy Bootcamp (Birmingham – 60 participants)**
This program involved state and local opinion leaders and provided a basic understanding on trade and a host of critical international issues. It served to generate a critical mass of leaders in support of free and fair trade.
- April 27** **Energizing Alabama Exports: From the Basics of Exporting to Central America and China (Tuscaloosa – 20 participants)**
Companies participating in this program were able to learn to determine their export readiness and learn of programs and services readily available in Alabama to help them find overseas buyers, make sure they are paid for their goods/services and how to get their product overseas. The program highlighted doing business in both Central America and China. Speakers included Brian Davis, AITC and Wendy Madden, Balch & Bingham.
- April 28** **Opportunities for Alabama Businesses in China (Birmingham – 70 participants)**
This half day seminar brought in key experts to talk about critical issues for Alabama companies exploring the Chinese market. Subjects ranged from legal framework to protection of intellectual property to developing a successful business plan for China. Speakers included F. Lane Finch and Frank Young with Haskell Slaughter Young & Rediker, KC Pang, UAB

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- May 4** **NAITA's 23rd Annual World Trade Day Luncheon: Building a Globally Competitive Community (Huntsville)**
The 2006 Luncheon featured Leslie Schweitzer, Senior Trade Advisor for the US Chamber of Commerce. Her keynote address challenged Huntsville and North Alabama to become involved in creating a global community. Following the luncheon, NAITA hosted a reception in honor of the foreign trade representatives from Canada, Flanders Region of Belgium, France, Quebec, Switzerland and Taiwan.
- May 21-27** **Trade Mission to Central America – Honduras and Guatemala (9 participants)**
The recent passing of the CAFTA-DR free trade agreement gave a strong boost to the trade and investment links between Alabama and Central America. This multi-industry mission focused on matching participating Alabama companies with qualified agents, distributors, representatives, end-users and joint venture partners in these markets.
- June 20** **Tax Strategies for Exporters: The IC-DISC Workshop (Mobile – 12 exporters and CPA's)**
In conjunction with the Alabama International Trade Center and JP Morgan Chase Global Trade, the Mobile Chamber's Trade Department sponsored an educational workshop on the tax benefits offered to exporters under the IRS program for the Interest Charge Domestic International sales Corporation (IC DISC). Exporting companies have the option to establish an IC DISC rather than claim the extraterritorial income exclusion, which expires after 2006. The IC DISC can provide a much greater tax benefit. Edward K. Dwyer, CPA, was the presenter for this workshop. The IC-DISC workshop had not been offered in the State of Alabama for quite some time. The workshop was an excellent chance for exporters to learn about this valuable, money saving tax vehicle.
- July 7-15** **Governor Riley's Business Development Mission to China (Beijing, Wuhan, Nanjing and Shanghai – 42 delegates)**
The Governor led mission to China provided Alabama companies and organizations with an opportunity assess and explore specific business opportunities and promote Alabama as a world-class business center. Business representatives, as well as education, port and government officials from Alabama had opportunities to establish relationships and facilitate closer commercial ties with this dynamic economy.
- August 22-25** **NAITA Trade Education Tour: Navigating Export Finance & Getting Paid by Foreign Customers (Muscle Shoals, Decatur, Guntersville, Anniston – 52 participants)**
This annual trade education tour is always a highlight for North Alabama. The mini-series offered participants an introductory course on export finance. Coordinated by NAITA and the US Commercial Service Export Assistance Center Birmingham.
- September 11-14** **Furniture China 2006 (Shanghai)**
Alabama companies in the furniture, furniture manufacturing supplies and wood products sectors were promoted during this preeminent event in Asia. The event was coordinated by the Appalachian Regional Commissions Export Trade Advisory Council of which Alabama is a member.

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September 12	Navigating Export Finance and Getting Paid (Huntsville) This half day seminar was in follow up to the Trade Education Tour sponsored by NAITA during August. The program focused on export finance and provided in-depth information and instructions on the subject.
September 16-23	Trade Mission to Germany and Czech Republic (Frankfurt, Prague – 8 delegates) The Mobile Area Chamber of Commerce partnered with its Export Alabama Trade Allies to lead a trade mission to Frankfurt, Germany and Prague, Czech Republic. The multi-industry mission was comprised of companies interested in entering or increasing business in these European markets.
September 28	United States Export-Import Bank Luncheon/Program (Mobile – 10 participants) Mr. Dario Avello, Business Development Specialist of the Southeast Regional Office of the U.S. Export-Import Bank visited Mobile and parts of the Florida panhandle. The Trade Division sponsored a luncheon in which Mr. Avello discussed the financing programs of Ex-Im Bank available to U.S. exporters.
October 4-5	Doing Business in India: Presentation & Business Roundtable Discussion (Huntsville, Birmingham, Mobile – 71 participants) Kavita Mohan, International Trade Analyst with the Office of South Asia and Oceania, USDOC, presented a program on the many lucrative opportunities of Alabama exporters in this emerging market. The series of workshops were used to promote the Alabama Business Development Mission which takes place in February 2007.
October 23-27	Alabama Trade and Investment Tour with Guatemala (Mobile, Birmingham and Huntsville) The U.S. Chamber of Commerce TradeRoots Initiative partnered with the American Chamber of commerce of Guatemala to host a national series of trade and investment forums throughout the U.S. Alabama was the first stop in the series of forums scheduled for 2006. Ambassador of Guatemala to the US and a host of high-level officials presented a program on Guatemala followed by one-on-one meetings with Alabama companies interested in this market.
December 5	Export Controls & Compliance Roundtable Discussion Group (Huntsville) A discussion led by Harry Chaffee, Director of Contract Administration, Teledyne Brown Engineering encouraged participants to initiate and manage Technical Assistance Agreements (TAAs). The discussion was followed by NAITA's Holiday Party.
December 11-12	China Business 2006: Expanding Opportunities for U.S. Companies (Mobile – 150 participants) The half day forum featured Zheng Zeguang, China's Deputy Ambassador to the U.S and The Honorable Bob Riley. A host of featured speakers and panelists discussed China business fundamentals including due diligence, finding partners, sales and marketing and customs. The forum was part of series of programs being held throughout the U.S. by the U.S. Chamber of Commerce TradeRoots Initiative.
September-October	Series of Post-Trade Mission Assistance Programs A series of counseling and facilitation sessions via conference calls and one-on-one appointments for follow-up of opportunities specific to those companies who participated in the Governor led trade mission to China.